

BEFORE THE PUBLIC UTILITIES COMMISSION OF THE STATE OF CALIFORNIA

Order Instituting Rulemaking into Implementation
of Public Utilities Code Sections 821-8286
Relating to Women Minority Disabled Veteran
Business Enterprises

R.87-02-026
R.91-02-011
R.93-09-026

Rulemaking for the Purpose of Amending
General Order 156

R.03-02-035
R.05-08-029
R.05-10-031
R.09-07-027

**Southwest Gas Corporation
(U 905 G)
Utility Supplier Diversity Program
2012 Annual Report and 2013 Annual Plan
2012 Annual Fuel Procurement Report and 2013 Annual Plan**

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Southwest Gas Corporation respectfully requests that the Executive Director of the California Public Utilities Commission accept the following:

- **Utility Supplier Diversity Program 2012 Annual Report**
- **Utility Supplier Diversity Program 2013 Annual Plan**
- **Utility Supplier Diversity Program 2012 Annual Fuel Procurement Report**
- **Utility Supplier Diversity Program 2013 Annual Fuel Procurement Plan**

Respectfully submitted this 1st day of March, 2013.



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Utility **Supplier Diversity** Program



SOUTHWEST GAS CORPORATION

2012 Annual Report and 2013 Annual Plan
2012 Annual Fuel Procurement Report
and 2013 Annual Plan



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Name of Utility Southwest Gas Corporation	Reporting Year 2012	G.O. 156
INTRODUCTION AND EXECUTIVE SUMMARY		

INTRODUCTION AND EXECUTIVE SUMMARY

INTRODUCTION AND EXECUTIVE SUMMARY

Southwest Gas Corporation (Southwest Gas or the Company) hereby submits its **2012 Utility Supplier Diversity Program (Program) Annual Report and 2013 Annual Plan** in compliance with Sections 9 and 10 of *General Order 156* (GO 156) of the California Public Utilities Commission (Commission) and subsequent Decisions (D.) amending GO 156.¹

Southwest Gas' *2012 Program Annual Report* provides a detailed description of the Company's Program activities during 2012 and the achievements made by Southwest Gas in providing purchasing, contracting, and subcontracting procurement opportunities to women, minority, and service disabled veteran business enterprises (WMDVBE, diverse suppliers). Southwest Gas' *2013 Annual Plan* describes the Company's strategies for increasing activities with diverse suppliers. Also included in this Report are Southwest Gas' **2012 Annual Fuel Procurement Report and 2013 Annual Fuel Procurement Plan (Fuel Report)**.

Southwest Gas, a multi-jurisdictional utility headquartered in Las Vegas, Nevada, provides natural gas service to approximately 1.9 million customers in California, Arizona and Nevada. Southwest Gas serves approximately 185,000 customers in its California service territories located in Placer, El Dorado, Nevada, and San Bernardino Counties.

The Company's California service area represents approximately 10 percent of its overall operations.

In 2012, Southwest Gas exceeded the minimum goal of 21.5 percent, established by GO 156 for procurement with California Supplier Clearinghouse-Verified (Clearinghouse-Verified) diverse suppliers. The Company's total procurement with Clearinghouse-Verified diverse suppliers that supported its California operations during 2012 was \$10,651,937, or 63.31 percent. Southwest Gas also spent \$ 2,173,445 in fuel purchases from a Clearinghouse-Verified diverse supplier to support its California operations (see Fuel Report).

In addition, Southwest Gas spent \$78,634,248 with Clearinghouse-Verified diverse suppliers to support the Company's Arizona and Nevada operations.

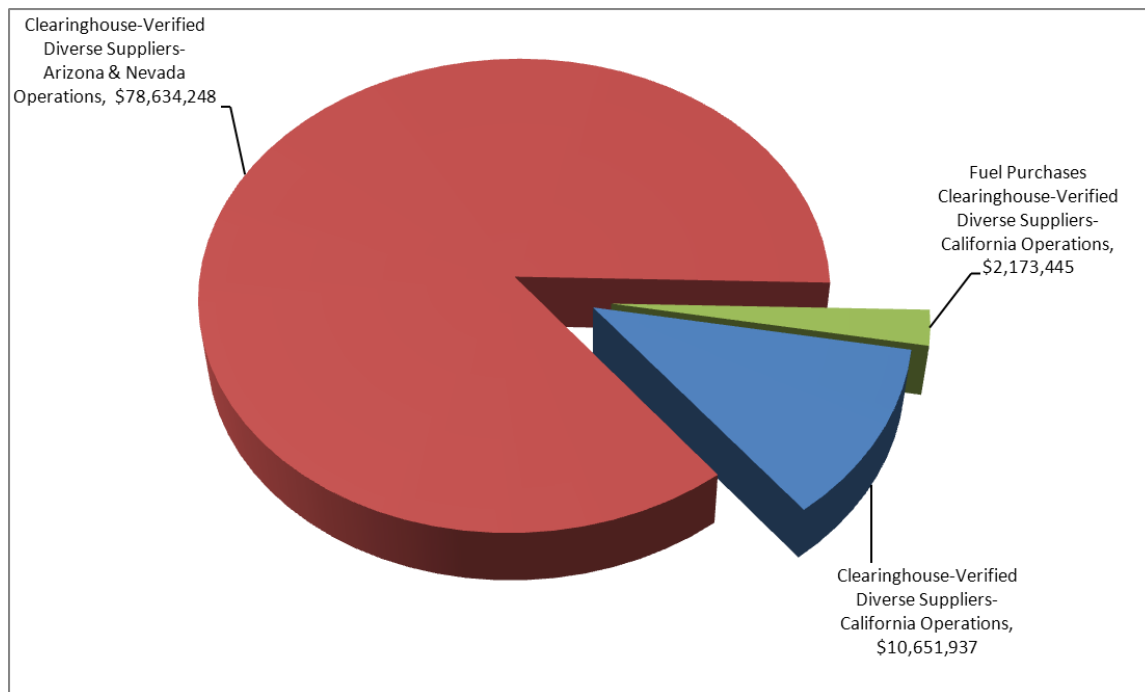
¹ Decision No. 88-04-057, as modified by Decision Nos. 88-09-024, 89-08-041, 90-11-053, 90-12-027, 92-06-030, 92-12-048, 95-12-045, 96-12-081, 98-11-030, 03-11-024, 05-12-023, 06-11-028, and 11-05-019.

INTRODUCTION AND EXECUTIVE SUMMARY

(Continued)

As illustrated in the chart below, the Company's spending with Clearinghouse-Verified diverse suppliers totaled \$ 91,459,631.

2012 California Clearinghouse-Verified Diverse Suppliers Total Procurement Dollars = \$ 91,459,631



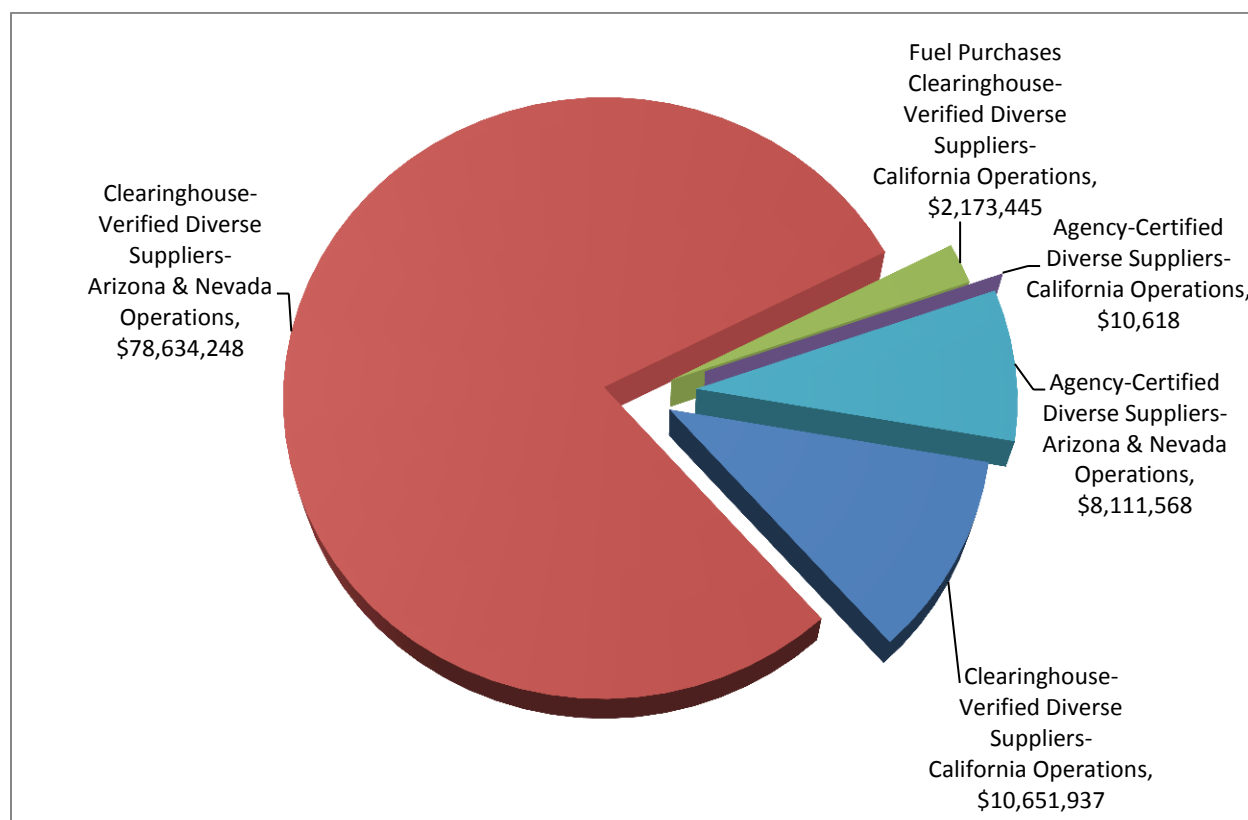
INTRODUCTION AND EXECUTIVE SUMMARY

(Continued)

Southwest Gas also utilizes diverse suppliers, certified by other agencies (agency-certified) ² . In addition to the amounts spent with Clearinghouse-Verified suppliers, the Company spent \$10,618 with agency-certified diverse suppliers in support of its California operations and \$8,111,568 in support of its Arizona and Nevada operations. The Company's total procurement with Clearinghouse-Verified and agency-certified diverse suppliers during 2012 amounted to \$99,581,816, as illustrated in the chart below.

Southwest Gas will continue to work with its agency-certified diverse suppliers to encourage them to become Clearinghouse-Verified so that Southwest Gas may include these dollars towards the Company's GO 156 procurement goals in future Program years.

2012
Clearinghouse-Verified and Agency-Certified Diverse Suppliers
Total Procurement Dollars = \$ 99,581,816



² Agency-certified is a list of hundreds of reputable, diverse supplier certification organizations, and local, state, and federal government departments. For example, two major agencies that Southwest Gas recognizes are the National Minority Supplier Development Council and the Women Business Enterprise Council.

INTRODUCTION AND EXECUTIVE SUMMARY
(Continued)

SOUTHWEST GAS CORPORATION 2012 UTILITY SUPPLIER DIVERSITY PROCUREMENT IN CALIFORNIA, ARIZONA AND NEVADA				
Line No.		California	Arizona and Nevada ^[1]	TOTALS
1	Minority Men	\$ 1,550,656	\$ 13,812,773	\$ 15,363,429
2	Minority Women	\$ 369,893	\$ 6,119,329	\$ 6,489,222
3	Total Minority Business Enterprise (MBE)	\$ 1,920,549	\$ 19,932,102	\$ 21,852,651
4	Women Business Enterprise (WBE)	\$ 8,731,388	\$ 58,509,790	\$ 67,241,178
5	Subtotal Women, Minority Business Enterprise (WMBE)	\$ 10,651,937	\$ 78,441,892	\$ 89,093,829
6	Service Disabled Veteran Business Enterprise (DVBE)	\$ -	192,356	\$ 192,356
7	Clearinghouse-Verified WMDVBE (excluding fuel purchase)	\$ 10,651,937	\$ 78,634,248	\$ 89,286,185
8	Clearinghouse-Verified WMDVBE - Fuel Purchase	\$ 2,173,445		\$ 2,173,445
9	Total Clearinghouse-Verified WMDVBE (including fuel purchase)	\$ 12,825,382	\$ 78,634,248	\$ 91,459,631
10	Agency-Certified WMDVBE	\$ 10,618	\$ 8,111,568	\$ 8,122,186
11	Total WMDVBE	\$ 12,836,000	\$ 86,745,816	\$ 99,581,816
12	Total California Procurement	\$ 16,823,866		
13	% Clearinghouse-Verified Procurement (excluding fuel purchase)	63.31%		
14	% Agency-Certified Procurement	0.06%		
15	% Total WMDVBE Procurement ^[2]	63.38%		
<p>[1] California diverse suppliers that support Southwest's operations in Arizona and Nevada.</p> <p>[2] California diverse suppliers' procurement percentage that support Southwest's operations in California, Arizona, and Nevada.</p>				

**CALIFORNIA
2012 ANNUAL REPORT**

Name of Utility Southwest Gas Corporation	Reporting Year 2012 Annual Report	GO 156 Section 9.1.1
A summary of women, minority, or service disabled-veteran purchases and/or contracts, with breakdowns by ethnicity, product and service categories, compared with total utility contracts dollars awarded to vendors in those categories.		

SUPPLIER DIVERSITY PROGRAM ACTIVITIES – INTERNAL AND EXTERNAL

Internal Activities

Southwest Gas continues its commitment to increasing the visibility and the importance of its Program with all internal business units. The Supplier Diversity Staff encourages internal business units to support the Program by ensuring that diverse suppliers are included in all company-wide bid opportunities. In addition, internal outreach efforts in 2012 included:

- Provided Program presentation at one of each operating division vice president management meeting.
- Emphasized the importance of utilizing the on-line sourcing request form, which enables the Supplier Diversity Staff to assist with identifying Clearinghouse-Verified diverse suppliers for bid opportunities.
- Conducted the Supplier Diversity Advisory Council (Council) annual meeting to discuss Program enhancements, and opportunities to increase business with diverse suppliers, especially in the low-utilization areas. The Council consists of management level personnel from different business units throughout the Company.
- Encouraged the utilization of the Supplier Clearinghouse's database when sourcing for diverse suppliers for bid opportunities.
- Encouraged the Company's decision-buying agents to focus purchasing and contracting activities on utilizing diverse suppliers in historically low and under-utilized areas.

New Diverse Suppliers

While Southwest Gas continues to maintain good relationships with existing diverse suppliers, it strives to identify new diverse suppliers that meet the Company's procurement needs and requirements, and to include those new suppliers in the bid process when opportunities become available.

In 2012, Southwest Gas entered into contractual agreements with four new Clearinghouse-Verified diverse suppliers. These suppliers provide safety equipment, natural gas meter parts, and vaults to support the Company's business needs.

Name of Utility Southwest Gas Corporation	Reporting Year 2012 Annual Report	GO 156 Section 9.1.1
A summary of women, minority, or service disabled-veteran purchases and/or contracts, with breakdowns by ethnicity, product and service categories, compared with total utility contracts dollars awarded to vendors in those categories.		

External Outreach Activities

Civic Activities

Southwest Gas continued its efforts in identifying diverse suppliers for potential procurement opportunities by sponsoring and participating in the following outreach activities through various local and national supplier diversity organizations:

February 2012 – National Association of Minority Contractors (NAMC) – Mid-Winter Conference – Exhibitor, Corporate Sponsor

February 2012 – Southern California Minority Business Development Council – Minority Business Opportunity Day – Exhibitor

March 2012 – Victor Valley African American Chamber of Commerce – Monthly Luncheon

April 2012 – Inland-Empire Small Business Spring Procurement Expo Sponsor/Exhibitor

May 2012 – California Disabled Veteran Alliance – Keeping the Promise – Sponsor/Exhibitor

July 2012 – Southern California Minority Business Development Council – Supplier of the Year Award /Attendee

July 2012 – American Indian of California Chamber of Commerce – 2012 Expo – Sponsor /Exhibitor

August 2012 – High Desert Hispanic Chamber of Commerce – Eye Opener Breakfast Meeting – Attendee

October 2012 – National Association of Minority Contractors – Southern California Chapter – Table Sponsor

October 2012 – High Desert Hispanic Chamber of Commerce – 21st Annual Awards Dinner– Sponsor

December 2012 – Conducted “How to do Business with Southwest Gas” workshops with diverse suppliers so that they may gain a better understanding of the Company’s procurement process and bid requirements.

Regulatory Participation

October 2012 – California Public Utilities Commission (CPUC) – 10th Annual En Banc Hearing – “Building on Success”

Joint Utilities Quarterly Meetings.

Name of Utility	Reporting Year	GO 156
Southwest Gas Corporation	2012 Annual Report	Section 9.1.1
A summary of women, minority, or service disabled-veteran purchases and/or contracts, with breakdowns by ethnicity, product and service categories, compared with total utility contracts dollars awarded to vendors in those categories.		

Supplier Diversity Program Activities – Internal and External Outreach Activities

Media Outreach

Southwest Gas promoted its Supplier Diversity Program in the following media to increase the awareness of the assistance the Program provides to diverse suppliers seeking to do business with Southwest Gas:

- Disabled Veteran Business Enterprise – Keeping the Promise program booklet
- Southern California Minority Business Development Council (SCMBDC) – Business Opportunity Day Program Directory and Leadership Awards Dinner Program Book
- American Indian Chamber of Commerce of California Expo Program Directory
- National Association of Minority Contractors – Southern California Chapter's Annual Awards Dinner program booklet
- High Desert Gold Enterprises – Directory / Supplier Diversity Initiatives Article
- High Desert Hispanic Chamber of Commerce Cinco de Mayo.

Web Site

Southwest Gas periodically updates its external Supplier Diversity web site. The web site offers an avenue to diverse suppliers seeking to do business with Southwest Gas. It includes Program personnel's contact information, supplier forms for those seeking to do business with Southwest Gas, as well as and other resourceful and helpful information.

Southwest Gas is committed to building business relationships with diverse suppliers and encourages them to explore the possibility of doing business by visiting the Company's web site at www.swgas.com.

Name of Utility	Reporting Year	GO 156
Southwest Gas Corporation	2012 Annual Report	Section 9.1.2(a)

A summary of women, minority, or disabled-veteran purchases and/or contracts, with breakdowns by ethnicity, product and service categories, compared with total utility contracts dollars awarded to vendors in those categories.

SOUTHWEST GAS CORPORATION UTILITY SUPPLIER DIVERSITY PROCUREMENT 2012 ANNUAL RESULTS BY ETHNICITY – PRIME CONTRACTING & SUBCONTRACTING –						
Line No.			2012			
			Prime \$	Sub \$	Total \$	%
1	Minority Men	Asian-Pacific	\$ 1,516,017	\$ -	\$ 1,516,017	14.23%
2		Black	-	-	-	0.00%
3		Hispanic	26,175	-	26,175	0.25%
4		Native-American	8,464	-	8,464	0.08%
5		Other	-	-	-	0.00%
6	Total Minority Men		\$ 1,550,657	\$ -	\$ 1,550,657	14.56%
7	Minority Women	Asian-Pacific	\$ 59,760	\$ -	\$ 59,760	0.56%
8		Black	\$ 67,022	-	67,022	0.63%
9		Hispanic	\$ 243,110	-	243,110	2.28%
10		Native-American		-	-	0.00%
11		Other	\$ -	-	-	0.00%
12	Total Minority Women		\$ 369,892	\$ -	\$ 369,892	3.47%
13	Total Minority Business Enterprise (MBE)		\$ 1,920,549	\$ -	\$ 1,920,549	18.03%
14	Women Business Enterprise (WBE)		\$ 8,731,388	\$ -	\$ 8,731,388	81.97%
15	Subtotal Women, Minority Business Enterprise (WMBE)		\$ 10,651,937	\$ -	\$ 10,651,937	100.00%
16	Service Disabled Veteran Business Enterprise (DVBE)		\$ -	\$ -	\$ -	0.00%
17	TOTAL WMDVBE		\$ 10,651,937	\$ -	\$ 10,651,937	100.00%
18	Gross Procurement	\$ 16,823,866				
19	Exclusions ^[1]	-				
20	Net Procurement	\$ 16,823,866				
^[1] Included in calculation of total procurement per Commission directive in D.03-11-024.						

Name of Utility
Southwest Gas Corporation

Reporting Year
2012 Annual Report

GO 156
Section 9.1.2(b)

A summary of women, minority, or disabled-veteran purchases and/or contracts, with breakdowns by ethnicity, product and service categories, compared with total utility contracts dollars awarded to vendors in those categories.

SOUTHWEST GAS CORPORATION UTILITY SUPPLIER DIVERSITY PROCUREMENT 2012 ANNUAL RESULTS BY PRODUCT AND SERVICE CATEGORIES - PRIME CONTRACTING -									
Line No.				2012					
				Products		Services		Total	
				\$	%	\$	%	\$	%
1	Minority Men	Asian-Pacific	Direct	\$ 1,516,017	38.14%	\$ -	0.00%	\$ 1,516,017	9.01%
2		Black	Direct	-	0.00%	-	0.00%	-	0.00%
3		Hispanic	Direct	-	0.00%	26,175	0.20%	26,175	0.16%
4		Native-American	Direct	-	0.00%	8,464	0.07%	8,464	0.05%
5		Other	Direct	-	0.00%	-	0.00%	-	0.00%
6	Total Minority Men		Direct	\$ 1,516,017	38.14%	\$ 34,639	0.27%	\$ 1,550,657	9.22%
7	Minority Women	Asian-Pacific	Direct	\$ 59,760	1.50%	\$ -	0.00%	\$ 59,760	0.36%
8		Black	Direct	-	0.00%	67,022	0.52%	67,022	0.40%
9		Hispanic	Direct	243,111	6.12%	-	0.00%	243,111	1.45%
10		Native-American	Direct	-	0.00%	-	0.00%	-	0.00%
11		Other	Direct	-	0.00%	-	0.00%	-	0.00%
12	[1]		Direct	\$ 302,871	7.62%	\$ 67,022	0.52%	\$ 369,893	2.20%
13	Total Minority Business Enterprise (MBE)		Direct	\$ 1,818,888	45.76%	\$ 101,661	0.79%	\$ 1,920,550	11.42%
14	Women Business Enterprise (WBE)		Direct	\$ 193,434	4.87%	\$ 8,537,953	66.45%	\$ 8,731,387	51.90%
15	Total Women, Minority Business Enterprise (WMBE)		Direct	\$ 2,012,322	50.63%	\$ 8,639,614	67.24%	\$ 10,651,937	63.31%
16	Service Disabled Veteran Business Enterprise (DVBE)		Direct		0.00%	\$ -	0.00%	\$ -	0.00%
17	TOTAL WMDVBE		Direct	\$ 2,012,322	50.63%	\$ 8,639,614	67.24%	\$ 10,651,937	63.31%
18	Gross Procurement			\$ 16,823,866					
19	Exclusions ^[1]			-					
20	Net Procurement			\$ 16,823,866					
21	Total Product Procurement			\$ 3,974,804					
22	Total Service Procurement			12,849,062					
23	Net Procurement			\$ 16,823,866					
24	Percentage for "Products" expenditures are WMDVBE compared to "Total Product Procurement" expenditures =50.63%.								
25	Percentage for "Services" expenditures are WMDVBE compared to "Total Service Procurement" expenditures = 67.24%.								
26	Percentage for "Total" expenditures are WMDVBE compared to "Net Procurement" expenditures = 63.31%.								
[1] Included in calculation of total procurement per Commission directive in D.03-11-024.									

TABLE 9.1.2(b)

Name of Utility
Southwest Gas Corporation

Reporting Year
2012 Annual Report

GO 156
Section 9.1.2(c)

A summary of women, minority, or disabled-veteran purchases and/or contracts, with breakdowns by ethnicity, product and service categories, compared with total utility contracts dollars awarded to vendors in those categories.

SOUTHWEST GAS CORPORATION UTILITY SUPPLIER DIVERSITY PROCUREMENT 2012 ANNUAL RESULTS BY PRODUCT AND SERVICE CATEGORIES – SUBCONTRACTING –									
				2012					
Line No.				Products		Services		Total	
				\$	%	\$	%	\$	%
1	Minority Men	Asian-Pacific	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
2		Black	Sub	-	0.00%	-	0.00%	-	0.00%
3		Hispanic	Sub	-	0.00%	-	0.00%	-	0.00%
4		Native-American	Sub	-	0.00%	-	0.00%	-	0.00%
5		Other	Sub	-	0.00%	-	0.00%	-	0.00%
6		Total Minority Men	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
7	Minority Women	Asian-Pacific	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
8		Black	Sub	-	0.00%	-	0.00%	-	0.00%
9		Hispanic	Sub	-	0.00%	-	0.00%	-	0.00%
10		Native-American	Sub	-	0.00%	-	0.00%	-	0.00%
11		Other	Sub	-	0.00%	-	0.00%	-	0.00%
12		Total Minority Women	Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
13	Total Minority Business Enterprise (MBE)		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
14	Women Business Enterprise (WBE)		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
15	Total Women, Minority Business Enterprise (WMBE)		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
16	Service Disabled Veteran Business Enterprise (DVBE)		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
17	TOTAL WMDVBE		Sub	\$ -	0.00%	\$ -	0.00%	\$ -	0.00%
				Products		Services			
18	Gross Procurement			\$ 16,823,866		\$ -		\$ -	
19	Exclusions [1]			-		-		-	
20	Net Procurement			\$ 16,823,866		\$ -		\$ -	
[1] Included in calculation of total procurement per Commission directive in D.03-11-024.									

TABLE 9.1.2(c)

Name of Utility Southwest Gas Corporation	Reporting Year 2012 Annual Report	GO 156 Section 9.1.2(d)
A description of Supplier Diversity Program activities of Prime Contractors, by SIC Code, during the previous calendar year. This description shall include both internal and external activities.		

Standard Industrial Classification Code Reporting

Pursuant to D.05-12-023, Southwest Gas reports diverse supplier procurement results by Standard Industrial Classification (SIC) Code.

The following is a list of SIC codes and detailed descriptions of the products and/or services that Southwest Gas obtained from Clearinghouse-Verified diverse suppliers throughout 2012. These SIC codes are also utilized in the table on the following page, which provides a breakdown of the dollars spent in each category.

SIC CODE	CODE DESCRIPTION	PRODUCT OR SERVICE PROVIDED TO SOUTHWEST GAS
13	Pipe Testing	Non-destructive pipe testing
16	Underground Utility Contractor	Underground utility contractor
17	Commercial Roofing	Roofing repair
30	Rubber and Miscellaneous Plastic Products	Meter parts
33	Primary Metal Industries Pipe and Fittings	Natural gas products, including gas meter connectors
34	Fabricated Metal Products	Natural gas supplies, including gaskets, washers, meter swivels, and nuts
38	Mass Flow Meters	Natural gas pressure flow meters
50	Wholesale Trade – Durable Goods Fasteners, Tools, Electrical Supplies	Industrial supplies, including meter paint and coating. Electrical apparatus and equipment wiring suppliers and construction materials
73	Temporary Personnel Services	Temporary personnel
87	Engineering, Accounting, Research Management and Fire Protection	Pipeline engineering services and fire protection clothing
89	Miscellaneous Services – Lease, Sell and Maintain Interior Plants – Commercial	Maintenance of interior plants

Name of Utility
Southwest Gas Corporation

Reporting Year
2012 Annual Report

GO 156
Section 9.1.2(d)

A description of Supplier Diversity Program activities of Prime Contractors, by SIC Code, during the previous calendar year. This description shall include both internal and external activities.

SOUTHWEST GAS CORPORATION UTILITY SUPPLIER DIVERSITY PROCUREMENT 2012 ANNUAL RESULTS BY PRODUCT AND SERVICE CATEGORIES - PRIME CONTRACTOR BY SIC CODES - * Percentages are WMDVBE expenditures compared to total expenditures for each SIC category.																																					
Line No.	SIC Code	SIC Category	*	Asian-Pacific		Black		Hispanic		Native-American		Other		Total Minority	Total Minority	Minority Business Enterprise	Women Business Enterprise	Minority Business Enterprise	Veterans Business Enterprise	Total WMDVBE																	
				Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	(MBEs)	(WBEs)		(WMBEs)	(DVBEs)															
1	13	Pipe Testing	\$	\$	-	\$	-	\$	-	\$	-	\$	-	\$	77,467	\$	-	\$	77,467	\$	77,467	\$	-	\$	77,467												
2			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.46%	0.00%	0.00%	0.00%	0.46%	0.46%	0.00%	0.46%																
3	16	Underground Utility Contractor	\$	\$	-	\$	-	\$	-	\$	-	\$	26,175	\$	-	\$	8,244,224	\$	26,175	\$	8,244,224	\$	8,270,399	\$	-	\$	8,270,399										
4			%	0.00%	0.00%	0.00%	0.00%	0.16%	0.00%	0.00%	0.00%	0.00%	49.00%	0.16%	0.00%	0.16%	49.00%	49.16%	0.00%	49.16%																	
6	17	Roofing	\$	\$	-	\$	-	\$	-	\$	-	\$	-	\$	8,464	\$	-	\$	8,464	\$	-	\$	8,464	\$	-	\$	8,464										
6			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.05%	0.00%	0.00%	0.00%	0.05%	0.00%	0.05%	0.00%	0.05%	0.00%	0.05%																	
7	30	Gaskets and Sealing Devices	\$	\$	-	\$	-	\$	-	\$	-	\$	-	\$	2,782	\$	-	\$	2,782	\$	2,782	\$	-	\$	2,782												
8			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%	0.02%	0.02%	0.00%	0.02%																	
11	32	Brick, Stone and Related	\$	\$	-	\$	-	\$	-	\$	-	\$	-	\$	2,038	\$	-	\$	2,038	\$	2,038	\$	-	\$	2,038												
12		Construction Materials	%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%	0.01%	0.00%	0.01%																	
9	33	Primary Metal Industries Pipe and Fittings	\$	\$	-	\$	-	\$	-	\$	-	\$	-	\$	30,041	\$	-	\$	30,041	\$	30,041	\$	-	\$	30,041												
10			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.18%	0.00%	0.00%	0.00%	0.18%	0.18%	0.00%	0.18%																	
12	34	Fabricated Metal Products	\$	\$	-	\$	-	\$	-	\$	-	\$	-	\$	3,363	\$	-	\$	3,363	\$	3,363	\$	-	\$	3,363												
14			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%	0.00%	0.00%	0.00%	0.02%	0.02%	0.00%	0.02%																	
17	38	Mass Flow Meters	\$	\$	-	\$	-	\$	-	\$	-	\$	-	\$	99,509	\$	-	\$	99,509	\$	99,509	\$	-	\$	99,509												
18			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.59%	0.00%	0.00%	0.00%	0.59%	0.59%	0.00%	0.59%																	
19	50	Wholesale Trade – Durable Goods, Fasteners, Tools, Electrical Supplies	\$	\$	1,516,017	\$	59,760	\$	-	\$	-	\$	243,111	\$	-	\$	55,701	\$	1,516,017	\$	302,871	\$	1,818,888	\$	55,701	\$	1,874,589										
20			%	9.01%	0.36%	0.00%	0.00%	0.00%	1.45%	0.00%	0.00%	0.00%	0.33%	9.01%	1.80%	10.81%	0.33%	11.14%	0.00%	11.14%																	
19	73	Temporary Personnel Services	\$	\$	-	\$	-	\$	-	\$	67,022	\$	-	\$	-	\$	-	\$	67,022	\$	67,022	\$	-	\$	67,022												
20			%	0.00%	0.00%	0.00%	0.40%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.40%	0.40%	0.00%	0.40%	0.00%	0.40%																	
19	87	Engineering, Pipeline Design	\$	\$	-	\$	-	\$	-	\$	-	\$	-	\$	211,506	\$	-	\$	211,506	\$	211,506	\$	-	\$	211,506												
20			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.26%	0.00%	0.00%	0.00%	1.26%	1.26%	0.00%	1.26%																	
27	89	Miscellaneous Services – Lease, Sell and Maintain Interior Plants- Commerical.	\$	\$	-	\$	-	\$	-	\$	-	\$	-	\$	4,757	\$	-	\$	4,757	\$	4,757	\$	-	\$	4,757												
28			%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.03%	0.00%	0.00%	0.00%	0.03%	0.03%	0.00%	0.03%																	
29																																					
30		Total	\$	\$	1,516,017	\$	59,760	\$	-	\$	67,022	\$	26,175	\$	243,111	\$	8,464	\$	-	\$	-	\$	8,731,388	\$	1,550,656	\$	369,893	\$	1,920,549	\$	8,731,388	\$	10,651,937	\$	-	\$	10,651,937
31			%	9.01%	0.36%	0.00%	0.40%	0.16%	1.45%	0.05%	0.00%	0.00%	51.90%	9.22%	2.20%	11.42%	51.90%	63.31%	0.00%	63.31%																	
27	Gross Product Procurement		\$ 16,823,866																																		
28	Exclusions ^[1]		-																																		
29	Net Product Procurement		\$ 16,823,866																																		
[1]	Included in calculation of total procurement per Commission directive in D.03-11-024.																																				
*	Percentages are WMDVBE expenditures compared to total expenditures for each SIC category.																																				

TABLE 9.1.2(d)

Name of Utility Southwest Gas Corporation	Reporting Year 2012 Annual Report	GO 156 Section 9.1.2(e)
A summary of women, minority, or disabled-veteran purchases and/or contracts, with breakdowns by ethnicity and gross revenue categories compared with total utility contract dollars awarded to vendors in those categories.		

SOUTHWEST GAS CORPORATION UTILITY SUPPLIER DIVERSITY PROCUREMENT 2012 ANNUAL RESULTS BY SUPPLIERS' GROSS REVENUE SIZE									
Line No.	# WMDVBES \$M	Suppliers Reported to California Clearinghouse				2012 Southwest Actual Suppliers Used			
		DVBE	MBE	WBE	Grand Total	DVBE	MBE	WBE	Grand Total
1	< \$1 million	2	3	4	9	2	3	4	9
2	\$1 million < \$5 million	0	3	3	6	0	3	3	6
3	\$5 million < \$10 million	0	1	2	3	0	1	2	3
4	> \$10 million	0	2	2	4	0	2	2	4
5	Total	2	9	11	22	2	9	11	22
Line No.	WMDVBES \$M	Suppliers' Gross Revenue Reported to California Clearinghouse				2012 Southwest's Actual Dollars Spent			
		DVBE ^[1]	MBE	WBE	Grand Total	DVBE	MBE	WBE	Grand Total
1	< \$1 million	\$ -	\$ 1,808,674	\$ 629,736	\$ 2,438,410	\$ 804	\$ 471,998	\$ 68,810	\$ 541,612
2	\$1 million < \$5 million	-	8,585,477	10,566,843	19,152,320	-	438,979	35,065	474,044
3	\$5 million < \$10 million	-	8,820,000	15,503,072	24,323,072	-	320,148	168,927	489,075
4	> \$10 million	-	48,000,000	134,758,608	182,758,608	-	125,412	10,372,181	10,497,593
5	Total	\$ -	\$ 67,214,151	\$ 161,458,259	\$ 228,672,410	\$ 804	\$ 1,356,537	\$ 10,644,983	\$ 12,002,324
[1] Disabled Veterans Business Enterprise Gross Revenue not available through California Clearinghouse.									

TABLE 9.1.2(e)

Pursuant to D.06-11-028, Southwest Gas has included diverse supplier procurement results by gross revenue size.

Name of Utility Southwest Gas Corporation	Reporting Year 2012 Annual Report	GO 156 Section 9.1.3
An itemization of WMDVBE Program expenses.		

SOUTHWEST GAS CORPORATION UTILITY SUPPLIER DIVERSITY PROCUREMENT 2012 SUPPLIER DIVERSITY PROGRAM EXPENSES		
Line No.	Expense Category	2012
1	Wages	\$22,429
2	Other Employee Expenses	4,946
3	Program Expenses	2,576
4	Reporting Expenses	-
5	Training	-
6	Consultants	-
7	Other <i>(Includes participation and/or sponsorship or outreach activities, i.e., trade fairs, award events, etc.)</i>	23,375
8	Total	\$53,326

TABLE 9.1.3

Name of Utility Southwest Gas Corporation	Reporting Year 2012 Annual Report	GO 156 Section 9.1.4
A description of progress in meeting or exceeding set goals.		

SOUTHWEST GAS CORPORATION UTILITY SUPPLIER DIVERSITY PROCUREMENT 2012 ANNUAL RESULTS AND GOALS			
Line No.	Category	Results	Goals
1	Minority Men	9.22%	3.00%
2	Minority Women	2.20%	1.00%
3	Minority Business Enterprise (MBE)	11.42%	4.00%
4	Women Business Enterprise (WBE)	51.90%	16.00%
5	Subtotal Women, Minority Business Enterprise (WMBE)	63.31%	20.00%
6	Service Disabled Veteran Business Enterprise (DVBE)	0.00%	1.50%
7	Total WMDVBE	63.31%	21.50%

TABLE 9.1.4

Southwest Gas exceeded the overall goal of 21.50% as established by GO 156. Southwest Gas achieved a result of 63.31%.

Name of Utility Southwest Gas Corporation	Reporting Year 2012 Annual Report	GO 156 Section 9.1.5
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A summary of Prime Contractor utilization of women, minority or service disabled-veteran subcontractors.

SOUTHWEST GAS CORPORATION UTILITY SUPPLIER DIVERSITY PROCUREMENT 2012 CALIFORNIA PROCUREMENT RESULTS – PRIME AND SUBCONTRACTING UTILIZATION OF DIVERSE SUPPLIERS –								
Line No.		Minority Men	Minority Women	Minority Business Enterprise (MBEs)	Women Business Enterprise (WBEs)	Women Minority Business Enterprise (WMBEs)	Service Disabled Veterans Business Enterprise (DVBES)	TOTAL WMDVBE
1	Prime \$	\$ 1,550,657	\$ 369,893	\$ 1,920,550	\$ 8,731,387	\$ 10,651,937	\$ -	\$ 10,651,937
2	Subcontracting \$	-	-	-	-	-	-	-
3	Total \$	\$ 1,550,657	\$ 369,893	\$ 1,920,550	\$ 8,731,387	\$ 10,651,937	\$ -	\$ 10,651,937
4	Prime %	9.22%	2.20%	11.42%	51.90%	63.31%	0.00%	63.31%
5	Subcontracting %	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
6	Total %	9.22%	2.20%	11.42%	51.90%	63.31%	0.00%	63.31%
7	Gross Procurement	\$ 16,823,866						
8	Exclusion ^[1]	-						
9	Net Procurement	\$ 16,823,866						

[1] Included in calculation of total procurement per Commission directive in D.03-11-024.

TABLE 9.1.5

The Company's procurement of goods and services in 2012 with Clearinghouse-Verified diverse suppliers in support of its California operations was \$10,651,937 or 63.31 percent.

Name of Utility	Reporting Year	GO 156
Southwest Gas Corporation	2012 Annual Report	Section 9.1.6
List complaints received during the past year from women, minority and disabled-veterans, including a brief description of the nature of each complaint and its resolution or current status.		

COMPLAINTS

Southwest Gas did not receive any formal supplier diversity-related complaints during 2012.

Name of Utility Southwest Gas Corporation	Reporting Year 2012 Annual Report	GO 156 Section 9.1.7
A summary of purchases and/or contracts for products and services in excluded categories.		

EXCLUDED CATEGORIES

Pursuant to D.03-11-024, Southwest Gas does not include exclusions in its procurement reporting.

Name of Utility Southwest Gas Corporation	Reporting Year 2012 Annual Report	GO 156 Section 9.1.8
A description of any efforts made to recruit women, minority and service disabled-veteran suppliers of products or services in procurement categories where utilization has been low, such as legal and financial services, fuel procurement, and areas that are considered highly technical in nature.		

RECRUITMENT EFFORTS IN LOW UTILIZATION AREAS

Financial Services

Southwest Gas has and continues to cultivate relationships with WMDVBE investment banks. In 2012, Southwest Gas had one public debt issuance, a 10-Year \$250 million Senior Note. Southwest Gas appointed two WMDVBE investment banks as co-managers, with each firm being allocated \$22 million. The table below displays the details of the transaction:

Debt Issuance Principal	Allocated to WMDVBE Firms Dollars	Percent	Fees paid to WMDVBE Firms Dollars	Percent
\$ 250,000,000	\$ 44,000,000	17.6%	\$ 286,000	17.6%

In addition, Southwest Gas continues to utilize and looks to utilize diverse suppliers for lease financing opportunities and investment management for employee benefit plans. Southwest Gas has employed a WMDVBE as an asset manager in its 401k plan since 2002.

Legal Services

Women and minority attorneys provide various legal services to Southwest Gas. In some instances, the women or minority attorneys that are the lead attorneys representing Southwest Gas are members/partners in majority-owned firms. Southwest Gas continues its efforts to meet its legal needs through representation by minority-owned law firms.

Name of Utility	Reporting Year	GO 156
Southwest Gas Corporation	2012 Annual Report	Section 9.1.9
Utilities shall retain all documents and data they rely on in preparing their WMDVBE annual report for the longer of either three years or in conference with the utilities individual document retention policies, and shall provide these documents and data to the Commission on request.		

Document Retention

Pursuant to GO 156, Southwest Gas retains all data in preparing its annual report for a minimum of three years.

2012 ANNUAL PLAN

Name of Utility Southwest Gas Corporation	Reporting Year 2013 Annual Plan	GO 156 Section 10.1.1
Annual Short- (One Year), Mid- (Three Year), and Long- (Five Year) term procurement goals by product and service category.		

SOUTHWEST GAS CORPORATION UTILITY SUPPLIER DIVERSITY PROGRAM — 2013 SHORT-, MID- AND LONG-TERM GOALS BY PRODUCT AND SERVICE CATEGORY —																							
			Short-Term (2013)							Mid-Term (2015)							Long-Term (2017)						
Line No.	Products/ Services	%	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE	Minority Men	Minority Women	Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Women Minority Business Enterprise (WMBE)	Disabled Veteran Business Enterprise (DVBE)	Total WMDVBE
1	Construction	%	1.00%	0.00%	1.00%	10.00%	11.00%	0.00%	11.00%	1.00%	0.00%	1.00%	10.00%	11.00%	0.00%	11.00%	1.00%	0.00%	1.00%	10.00%	11.00%	0.00%	11.00%
2	Equipment	%	0.50%	0.50%	1.00%	0.00%	1.00%	0.00%	1.00%	0.50%	0.50%	1.00%	0.00%	1.00%	0.00%	1.00%	0.50%	0.50%	1.00%	0.00%	1.00%	0.00%	1.00%
3	Supplies	%	1.50%	1.50%	3.00%	1.00%	4.00%	0.50%	4.50%	1.50%	1.50%	3.00%	1.00%	4.00%	0.50%	4.50%	1.50%	1.50%	3.00%	1.00%	4.00%	0.50%	4.50%
4	Technology	%	0.00%	0.00%	0.00%	0.30%	0.30%	0.00%	0.30%	0.00%	0.00%	0.00%	0.30%	0.30%	0.00%	0.30%	0.00%	0.00%	0.00%	0.30%	0.30%	0.00%	0.30%
5	Services	%	1.50%	1.00%	2.50%	1.20%	3.70%	1.00%	4.70%	1.50%	1.00%	2.50%	1.20%	3.70%	1.00%	4.70%	1.50%	1.00%	2.50%	1.20%	3.70%	1.00%	4.70%
6	TOTAL	%	4.50%	3.00%	7.50%	12.50%	20.00%	1.50%	21.50%	4.50%	3.00%	7.50%	12.50%	20.00%	1.50%	21.50%	4.50%	3.00%	7.50%	12.50%	20.00%	1.50%	21.50%

TABLE 10.1.1

Name of Utility	Reporting Year	GO 156
Southwest Gas Corporation	2013 Annual Plan	Section 10.1.2
A description of WMDVBE Program activities planned for the next calendar year.		

DESCRIPTION OF PLANNED PROGRAM ACTIVITIES – INTERNAL AND EXTERNAL

This section of the Company's Annual Plan outlines the internal and external Program activities planned by Southwest Gas for 2013 and the Company's outreach efforts to identify diverse suppliers for procurement opportunities.

Internal Outreach Activities

- ❖ Meet with internal business units to provide information about the status and progress of the Program and to identify short and long term areas of purchasing and contracting that could provide business opportunities to diverse suppliers.
- ❖ Facilitate the Supplier Diversity Program's Advisory Council annual meeting to discuss Program enhancement and identify a process of including diverse suppliers in all areas of the Company's procurement process. The Council will also meet with the Senior Steering Committee³ to solicit its input and recommendations for increasing diverse supplier procurement throughout the Company.
- ❖ Explore any additional emerging media to interact with current and potential diverse suppliers.
- ❖ Conduct "How to do Business with Southwest Gas" workshops with diverse suppliers so that they may gain a better understanding of the Company's procurement process and bid requirements.
- ❖ Utilize the Clearinghouse database, the State of California's Department of General Services Procurement Division, Office of Small Business and DVBE Certification, and other diverse supplier resources and directories to assist in identifying certified suppliers.
- ❖ Continue to pursue the purchase of automotive fleet vehicles from diverse suppliers.
- ❖ Work closely with the Company's Purchases & Transportation Department to identify Clearinghouse-Verified and qualified diverse suppliers of natural gas to Southwest Gas.
- ❖ Advertise in both national and local diverse supplier trade-association newspapers, magazines and other media engaged in promoting supplier diversity.

³The Senior Steering Committee consists of senior officers of Southwest Gas. This Committee makes the ultimate decision about Program issues presented to it by the Advisory Council.

Name of Utility	Reporting Year	GO 156
Southwest Gas Corporation	2013 Annual Plan	Section 10.1.2
A description of WMDVBE Program activities planned for the next calendar year.		

External Outreach Activities

- ❖ Southwest Gas will strive to meet and exceed the procurement goals set forth in GO 156. The ethnicity and gender goals for each major product and service category are set forth in Table 10.1.1(a). These goals reflect the Company's continued commitment to increasing procurement with diverse suppliers.
- ❖ In accordance with D.96-12-081, Southwest Gas implemented a long-term procurement utilization goal of 1.5 percent for service disabled veteran business enterprises. Southwest Gas is committed to continuing its efforts to ensure that DVBES have equal opportunities to compete for the Company's business.
- ❖ Southwest Gas will continue to collaborate with local and national supplier-diversity business organizations to promote its Program. Southwest Gas will continue its efforts to identify and network with diverse suppliers who have the capability and capacity to provide products and services, particularly in the low-utilization areas of diverse suppliers.

In doing so, Supplier Diversity Staff, along with Southwest Gas management, will actively participate with the following organizations' outreach activities during 2013:

- ❖ American Indian Chamber of Commerce of California (www.aicccal.org)
- ❖ Apple Valley Chamber of Commerce (www.avchamber.org)
- ❖ Barstow Chamber of Commerce (www.barstowchamber.com)
- ❖ Big Bear Chamber of Commerce (www.bigbearchamber.com)
- ❖ California Black Chamber of Commerce (www.calbcc.org)
- ❖ California Disabled Veteran Alliances Corporate Advisory Board — *Board Members, representing Southwest Gas is the Director/Corporate and Administrative Services* (www.cadvbe.org)(www.cadvbe.org)
- ❖ Hesperia Chamber of Commerce (www.hesperiachamber.org)
- ❖ High Desert Hispanic Chamber of Commerce (www.hdhcc.org)
- ❖ National Association of Minority Contractors — Southern California Chapter (www.namcsc.net/)
- ❖ Southern California Minority Business Development Council, Inc. (www.scmbdc.org)
- ❖ Victor Valley African American Chamber of Commerce (www.vvaacc.com)

Name of Utility	Reporting Year	GO 156
Southwest Gas Corporation	2013 Annual Plan	Section 10.1.2
A description of WMDVBE Program activities planned for the next calendar year.		

- ❖ Victorville Chamber of Commerce (www.vvchamber.com)
- ❖ Women's Business Enterprise Council–West (www.wbec-west.org)

Name of Utility	Reporting Year	GO 156
Southwest Gas Corporation	2013 Annual Plan	Section 10.1.3
Plan for recruiting diverse suppliers of products or services where diverse supplier utilization has been low, such as legal and financial services, fuel procurement and areas that are considered highly technical in nature.		

PLANS FOR RECRUITING DIVERSE SUPPLIERS IN LOW-UTILIZATION AREAS

The Company's Program Staff will continue to monitor procurement categories for low or under-utilized areas and focus outreach activities to identify possible procurement opportunities, as follows:

- ❖ Meet with management personnel that have historically low diverse supplier utilization to discuss ways to increase the use of Clearinghouse-Verified diverse suppliers in their procurement processes.
- ❖ Attend industry specific business conferences and outreach activities that attract diverse suppliers, relative to the Company's low and under-utilized areas.
- ❖ Attend Joint Utility meetings to discuss best practices and collaborate about identifying Clearinghouse-Verified diverse suppliers for business opportunities in the Company's low-utilization areas.

Name of Utility Southwest Gas Corporation	Reporting Year 2013 Annual Plan	GO 156 Section 10.1.5
Plans for encouraging both prime contractors and grantees to engage women, minority and/or service disabled-veterans in subcontracts in all categories which provide subcontracting opportunities.		

SUPPLIER DIVERSITY SUBCONTRACTING PROGRAM

The Company's Supplier Diversity Subcontracting Program is designed to provide diverse suppliers with maximum subcontracting opportunities on Southwest Gas projects. The Program will continue to encourage its prime contractors to consider using diverse subcontractors by undertaking the following internal and external activities:

- ❖ Southwest Gas will continue to meet with its prime contractors and procurement personnel to discuss the Company's commitment to utilize diverse subcontractors and will continue to encourage its prime contractors to identify and use diverse subcontractors for Southwest Gas projects.
- ❖ Program Staff will provide any necessary assistance to prime contractors in developing plans for reporting diverse subcontracting activities to Southwest Gas. Program Staff will also assist prime contractors with sourcing for Clearinghouse-Verified diverse suppliers (including access and usage of the Clearinghouse database).
- ❖ Southwest Gas will continue to encourage prime contractors to contact Program Staff and diverse supplier trade organizations to request assistance in identifying diverse subcontracting opportunities on Southwest Gas projects.
- ❖ Program Staff will continue to assist subcontractors in becoming either verified through the California Supplier Clearinghouse or for service-disabled veterans, certified by the State of California's Department of General Services, and the Office of Small Business Certification and Resources.

Name of Utility	Reporting Year	GO 156
Southwest Gas Corporation	2013 Annual Plan	Section 10.1.6
Plans for complying with program guidelines established by the Commission as required by Public Utilities Section 8283(c).		

GENERAL ORDER 156 COMPLIANCE

Southwest Gas will continue to adhere to Program guidelines as established in GO 156 to achieve overall Program success and further increase procurement with diverse suppliers. Southwest Gas will also solicit the assistance of various diverse supplier trade organizations to identify diverse suppliers in low and under-utilized areas.

**2012 ANNUAL FUEL PROCUREMENT REPORT
AND 2013 ANNUAL PLAN**

Name of Utility Southwest Gas Corporation	Reporting Year 2012
Each utility shall report fuel purchases by: 1) Market origin and fuel type; 2) Volume and dollar magnitude; 3) Term of sales, e.g., spot, intermediate, long-term; 4) Ethnicity and gender of the supplier.	

**SOUTHWEST GAS CORPORATION
UTILITY SUPPLIER DIVERSITY PROGRAM
2012 ANNUAL FUEL PROCUREMENT REPORT
AND 2013 ANNUAL PLAN**

In 2012, Southwest Gas spent a total of \$2,173,445 for fuel from a Clearinghouse-Verified diverse supplier to support its operations in California (*see Fuel Purchases Chart*).

Current Market Conditions

The Company's Gas Supply department secures natural gas supplies for the provision of gas service to all the Company's sales customers in California, Arizona and Nevada. The Company's natural gas acquisition requirements are met by Gas Supply through a combination of firm contract purchases, monthly spot market purchases, and daily spot market purchases. Such requirements are determined for each of the different market areas, as necessary, and filled in the economic fashion from a wide variety of sources and an ever-changing number of potential suppliers. Southwest Gas has a longstanding commitment of doing business with diverse suppliers whenever possible. Gas Supply acquires the necessary gas supplies on a competitive price basis, taking into consideration the reliability and assured performance of potential gas suppliers and the reliability of the actual sources of supply.

Southwest Gas actively solicits both firm and spot market gas bids from diverse suppliers. They are encouraged to participate when Southwest Gas is seeking offers for natural gas supplies, whether daily, monthly, or long term. Historically, Southwest Gas has received positive responses to its bid programs from numerous diverse suppliers, many of whom have been successful in the competitive bid process.

DESCRIPTION OF PLANNED PROGRAM ACTIVITIES

Internal Outreach

It is the Company's policy to entertain proposals from prospective new diverse suppliers and provide them the information and opportunity to participate in all bidding programs. Gas Supply fields calls directly from such prospective suppliers, takes referrals from existing industry contacts, and pursues contacts forwarded by Program Staff.

Name of Utility	Reporting Year
Southwest Gas Corporation	2012
Each utility shall report fuel purchases by: 1) Market origin and fuel type; 2) Volume and dollar magnitude; 3) Term of sales, e.g., spot, intermediate, long-term; 4) Ethnicity and gender of the supplier.	

DESCRIPTION OF PLANNED PROGRAM ACTIVITIES *(Continued)*

External Outreach

Gas Supply employees are members of various energy industry organizations, subscribe to numerous industry publications, and regularly attend and participate in industry conferences and workshops. All of these support and promote the interaction and building of relationships with diverse natural gas suppliers. In addition, Gas Supply meets with diverse supplier representatives on a regular basis throughout the year to discuss natural gas supply requirements, existing supply arrangements, and settlements for gas purchased.

Plans for Recruiting Diverse Suppliers in Low-Utilization Areas

Southwest Gas purchased fuel from a Clearinghouse-Verified diverse supplier to support its operations in California. Southwest Gas will continue to negotiate with this and other Clearinghouse-Verified fuel providers that can market low-priced, cost-competitive fuel for its California operations.

In addition, Southwest Gas has a contract with a California Clearinghouse-Verified minority-owned business for the use of computer modeling software. This modeling software is used for integrated demand and resource cost optimization.

Support For Excluded Categories

Pursuant to D.03-11-024, Southwest Gas does not include exclusions in its procurement reporting.

SUPPLIER DIVERSITY PROGRAM'S ANNUAL PLAN FOR 2013

Gas Supply will continue to identify and develop new diverse supplier relationships and to encourage participation by diverse suppliers in the Company's various natural gas supply bid opportunities. Southwest Gas will remain dedicated to welcoming and encouraging the participation of all diverse suppliers who express interest in supplying fuel to Southwest Gas, and will consider any competitive offers.

Name of Utility
Southwest Gas Corporation

Reporting Year
2012

GO 156
Section 9.1.10

Each utility shall report fuel purchases by: 1) Market origin and fuel type; 2) Volume and dollar magnitude; 3) Term of sales, e.g., spot, intermediate, long-term; 4) Ethnicity and gender of the supplier.

ANNUAL ENERGY PRODUCT RESULTS BY ETHNICITY & WMDVBE CERTIFICATION

(All dollar figures in \$M.)

Product ¹			Unit	Results by Ethnicity & Gender															Results by WMDVBE Certification			Total WMDVBE Procurement Spend	Total Procurement Spend
				Asian-Pacific			African-American			Latino			Native American			Other Minority			Minority Business Enterprise (MBE)	Women Business Enterprise (WBE)	Service Disabled Veteran Business Enterprise (DVBE)		
				Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Total	Total	Total		
NATURAL GAS	SHORT TERM	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	LONG TERM	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,774
		%	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	Total Natural Gas	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,774
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
LPG	SHORT TERM	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
		%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
	LONG TERM	\$	\$ -	\$ 2,173	\$ 2,173	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,173	\$ -	\$ -	\$ -	\$ 2,173	\$ 2,173
		%	0.0%	100.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	100.0%	100.0%
	Total LPG	\$	\$ -	\$ 2,173	\$ 2,173	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,173	\$ -	\$ -	\$ -	\$ 2,173	\$ 2,173
		%	0.0%	100.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	100.0%	
Overall Total \$			\$ -	\$ 2,173	\$ 2,173	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,173	\$ -	\$ -	\$ -	\$ 2,173	\$ 42,947	
Overall Total %			0.0%	5.1%	5.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.1%	0.0%	0.0%	0.0%	Overall WMDVBE: 5.1%		

Note:

Short Term Gas - The term of the deal is no longer than one calendar month

Long Term Gas - The term of the deal is greater than one calendar month but less than 1 calendar year

¹Excludes purchases from the CAISO, other IOUs, utilities, Federal entities, State entities, Municipalities and cooperatives